

State of Washington

Current Contract Information

Revision date: October 6, 2003

This page contains key contract features. Find detailed information on succeeding pages. For more information on this contract or if you have any questions, please contact your local agency Purchasing Office, or you may contact Office of State Procurement at the numbers listed below.

Contract number:	06902	Commodity code:	9620
Contract title:	Snow and Ice Control Chemical Products		
Purpose:	Added prices for each category of product. Added three new locations, Ione, WA (MP4.3) and Bellingham, WA (MP235) and Hyak, WA (Exit 54).		
Present Term:	September 1, 2003	through:	August 31, 2004
For use by:	Various use: Washington State Department of Transportation, City of Spokane and Political Subdivisions of Washington State.		
Contract type:	This contract is designated as mandatory use.		

SCOPE OF CONTRACT This contract is awarded to **multiple** contractors.

Contractors and Available Products:	PNS Category 1, Liquid Magnesium Chloride. Contractor #1. Dustbusters Inc. - Product: FreezGard Zero with Shield LSW
	PNS Category 1, Liquid Magnesium Chloride. Contractor #2. Roadwise, Inc. - Product: Ice Stop CI-2000
	PNS Category 2, Liquid Calcium Chloride. Contractor #3. America West Environmental Supplies, Inc. - Product: Geomelt C
	PNS Category 4, Corrosion Inhibited Sodium Chloride. Contractor #4. Cargill Deicing Technology - Product: ClearLane PNS
	PNS Category 4, Corrosion Inhibited Sodium Chloride. Contractor #5. EnviroTech Services, Inc. - Product: Ice Slicer Elite
	PNS Category 7, Calcium Magnesium Acetate. Contractor #6. Cryotech Deicing Technology - Product: Cryotech CMA

Ordering information: See Contractor pages.

Special notes: Free On Board (FOB) destination, freight prepaid and included in price bid for product delivered to any location listed herein. For Political Subdivision locations not listed in the contract, the product pricing listed for the nearest identified location shall apply.

Contract pricing: See Price Sheets.

Term worth: **\$4,219,000/year**

Current participation:	\$0 MBE MBE 0%	\$0 WBE WBE 0%	\$4,219,000 OTHER OTHER 100%	\$0 EXEMPT EXEMPT 0%
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State Procurement Officer:	Mark T. Gaffney	State Office Assistant:	Pati Sandstrom
Phone Number:	(360) 902-7424	Phone Number:	(360) 902-7443
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Washington State Department of General Administration
Office of State Procurement, PO Box 41017, Olympia, WA 98504-1017

The State of Washington is an equal opportunity employer. To request this information in alternative formats call (360) 902-7400, or TDD (360) 664-3799.

NOTES:

- I. Best Buy: The following provision applies to mandatory use contracts only. This contract is subject to RCW 43.19.190(2) & RCW 43.19.1905(7): which authorizes state agencies to purchase materials, supplies, services, and equipment of equal quantity and quality to those on state contract from non-contract suppliers. Provided that an agency subsequently notifies the Office of State Procurement (OSP) State Procurement Officer (SPO) that the pricing is less costly for such goods or services than the price from the state contractor.
- If the non-contract supplier's pricing is less, the state contractor shall be given the opportunity by the state agency to at least meet the non-contractor's price. If the state contractor cannot meet the price, then the state agency may purchase the item(s) from the non-contract supplier, document the transactions on the appropriate form developed by OSP and forwarded to the SPO administering the state contract. (Reference General Authorities document)
- If a lower price can be identified on a repeated basis, the state reserves the right to renegotiate the pricing structure of this agreement. In the event such negotiations fail, the state reserves the right to delete such item(s) from the contract.
- II. State Agencies: Submit Order directly to Contractor for processing. Political Subdivisions: Submit orders directly to Contractor referencing State of Washington contract number. If you are unsure of your status in the State Purchasing Cooperative call (360) 902-7415.
- III. Authorized Purchasers: Only authorized purchasers included in the State of Washington Purchasing Cooperative (WSPC) listing published and updated periodically by OSP may purchase from this contract. It is the contractor's responsibility to verify membership of these organizations prior to processing orders received under this contract. A list of Washington members is available on the Internet <http://www.ga.wa.gov/pca/cooplist.htm>. Contractors shall not process state contract orders from unauthorized users.
- IV. Contract Terms: This Document includes by reference all terms and conditions published in the original IFB, including Standard Terms and Conditions, and Definitions, included in the Competitive Procurement Standards published by OSP (as Amended).

SPECIAL CONDITIONS:

1. Effective, October 6, 2003, Added prices for each category of product. Added three new locations, Ione, WA (MP4.3) and Bellingham, WA (MP235) and Hyak, WA (Exit 54). All other terms, conditions, specifications and prices remain unchanged.
2. Effective September 1, 2003, Contract extended for one year. All other terms, conditions, specifications and prices remain unchanged.
3. The following information/corrections were included in contract update with revision date of February 7, 2003. All other terms, conditions, specifications and prices remain unchanged.
 - a. WSDOT has assigned the following inventory commodity code numbers to contract products:

<u>Commodity Code</u>	<u>Category</u>	<u>Product Name</u>
9620-006-130	Category 1 – Liquid Magnesium Chloride	FreezGard Zero with Shield LSW
9620-008-020	Category 1 – Liquid Magnesium Chloride	Ice Stop CI-2000
9620-030-010	Category 2 – Liquid Calcium Chloride	Geomelt C
9620-011-210	Category 4 – Corrosion Inhibited Sodium Chloride	Ice Slicer Elite
9620-011-200	Category 4 – Corrosion Inhibited Sodium Chloride	Clearlane PNS
9620-011-100	Category 7 – Calcium magnesium Acetate	CMA

b. Price Conversions from Tons to Gallons: Contract pricing will continue to be listed on a "price per ton" basis for liquid deicer products. However, to assist WSDOT manage inventory costs, the price conversion formulas are as follows:

- Category 1 – Liquid Magnesium Chloride

- FreezGard Zero with Shield LSW: average of 10.63 pounds per gallon.
 - Ice Product: Stop CI-2000: Upon request, pounds per gallon information can be provided on the delivery ticket as the weight varies by load.
 - Category 2 – Liquid Calcium Chloride – Geomelt C: 11.2 pounds per gallon.
- c. Pricing Correction: The delivered price for Liquid Magnesium Chloride - Ice Stop CI-2000 at Ellensburg Maintenance Site (Zone 5 4th listing) has been corrected to \$73.44/ton (the original bid price). Reference Price Sheets, page 25.
4. All other terms, conditions, and specifications remain unchanged.

The following contract provisions were excerpted and abridged from the contract IFB and Amendment:

II. SPECIAL TERMS AND CONDITIONS

1. SPECIAL TERMS AND CONDITIONS SPECIFIC TO THE CITY OF SPOKANE

- A. **BUSINESS LICENSE REQUIREMENT.** Section 8.01.070 of the Spokane Municipal Code states that no person may engage in business with the City without first having obtained a valid business license. The Vendor shall be responsible for contacting the City's Taxes & Licenses Department at (509) 625-6070 to obtain a business license or receive a determination of exemption.
- B. **STORAGE:** It is the City's intent to have 100,000 gallons in inventory at the beginning of a major storm with a 36,000-gallon re-supply every 24 hours during the storm. The City has on-site storage of 36,000 gallons located at the Northside Satellite, 4101 E Queen. The other 64,000 gallons is to be stored in rail cars on a siding or other approved Contractor storage site/facility. This storage site/facility must be located within the City limits, or the western half of the Havana Rail yard just south of Sprague and east of Havana. Site shall be made readily available to City crews. The Contractor will supply material to the Northside Satellite on a keep-fill basis. At the end of the season, or approximately March 31, 2003, the Contractor will fill the City's storage tanks. Any material left in Contractor supplied storage will be returned to the Contractor and appropriate credit issued to the City for the unused material.
- C. Any product accepted must be compatible for use in existing City truck-mounted spray units as is used for the application of herbicides for roadway vegetation management.

2. PERFORMANCE GUARANTEE

- A) Amount: The performance guarantee shall be for an amount which is not less than \$500,000 for the initial term of the contract and shall be conditioned upon the faithful performance of the Contractor. If resulting contract is split among two (2) or more suppliers, the amount of the guarantee shall be apportioned based upon the actual percentage of dollar award rounded to the nearest \$1,000.
- B) Noncompliance: Failure to provide the required guarantee will result in contract cancellation and forfeiture of any bid guarantee.
- C) Discontinuance: Based on Contractor performance during the initial contract term, the state reserves the right to continue/discontinue performance guarantee requirements in subsequent extensions. Delivery, timely correct invoices, problem resolvment, etc., will be prime consideration.

3. INSURANCE

Contractors shall comply with the insurance requirements specified in the IFB.

4. PRICING AND ADJUSTMENTS

All bid pricing is to be FOB Destination, freight prepaid and included for full truckload quantities for deliveries to any destination within the State of Washington. If bidder agrees to extend contract pricing to State of Washington WSPC members, pricing listed for the closest WSDOT location shall apply to the delivery. For WSPC member locations, if

product pricing is not listed within the zone or within 25 miles of the location, the State Procurement Officer should be contacted to determine the applicable price.

5. ADDITION OF NEW DELIVERY LOCATIONS OR NEW PRODUCTS

New state agency or political subdivision delivery locations may be added at any time during the term of this contract. Product pricing for state agencies or political subdivisions (who are further than 25 miles from an already listed contract location) will be as established through direct discussions between the product supplier and the State Procurement Officer. However, pricing must be consistent with other delivery locations listed in the contract.

During the term of the contract new, improved or updated products available from the Contractor and approved by the Pacific Northwest Snowfighters (PNS) Association may be substituted for a product currently listed in the contract. Pricing for the substitute product will be as agreed to between the Contractor and the State Procurement Officer on behalf of Purchasers. This will allow purchasers an opportunity to take advantage of technological improvements in snow and ice control chemicals made by contract suppliers during the term of the contract.

Additionally, during the term of this contract Purchasers reserve the right to purchase other snow and ice control chemical products for testing and evaluation purposes from any supplier, contract or non-contract. Such purchases may result in the displacement of some the products covered by this contract (up to a maximum of 10% of total volume) that may have otherwise been purchased through this contract. However, the maximum volume displaced may be increased based on legislative direction. The suppliers of displaced products will not be compensated for any lost orders or profit.

6. CONTRACTOR PERFORMANCE

- A. General Requirements: The state, in conjunction with other purchasers, monitors and maintains records of Contractor performance. Said performance shall be a factor in evaluation and award of this and all future contracts. Purchasers will be provided with product/service performance report forms to forward reports of superior or poor performance to the State Procurement Officer.
- B. Liquidated Damages: The Purchaser has an immediate requirement for the materials, equipment or services specified herein. Bidders are urged to give careful consideration to the purchaser's requirements and to the manufacturer's production capabilities when establishing delivery dates. Liquidated damages will be assessed in the amount specified in Section III Specifications, Paragraphs B5, B6 and E for failure to meet delivery dates or product quality as specified herein. Both the purchaser and the Contractor agree that these figures represents a reasonable amount for actual damages incurred by the purchaser and is compensatory.
- C. Cost of Remedying Defects: All defects, indirect and consequential costs of correcting, removing or replacing any or all of the defective materials or equipment will be charged against the Contractor.

7. OSHA AND WISHA REQUIREMENTS

Contractor agrees to comply with conditions of the Federal Occupational Safety and Health Acts of 1970 (OSHA), as may be amended, and, if it has a workplace within the State of Washington, the Washington Industrial Safety and Health Act of 1973 (WISHA), as may be amended, and the standards and regulations issued thereunder and certifies that all items furnished and purchased under this order will conform to and comply with said standards and regulations. Contractor further agrees to indemnify and hold harmless purchaser from all damages assessed against purchaser as a result of Contractor's failure to comply with the acts and standards thereunder and for the failure of the items furnished under this order to so comply.

8. REPORTS

The contractor(s) must provide the following report(s) to Office of State Procurement.

Sales and Subcontractor Report

A quarterly Sales and Subcontractor Report (attached) shall be submitted in the format provided by the Office of State Procurement. You can get the report electronically at <http://www.ga.wa.gov/pca/usage.doc>. Total purchases for each State Agency, University, Community and Technical Colleges must be shown separately. Total purchases for all

political subdivisions and non-profit organizations may be summarized as one customer. Additionally, all purchases by other purchasers must be reported as an aggregate total.

SPO Required Report

This report will be designed by the SPO to obtain information needed for IFB design, contract negotiation, or any other SPO determined need. Contractor shall provide quarterly volume/sales reports for each purchaser's delivery location supplied through this contract. Reports shall provide information in the following specific information:

- a. Contract item number,
- b. Recycled/non-recycled content,
- c. Customer name (separate report for purchasing entity - agency and authorized political subdivision),
- d. Customer purchase order number,
- e. Date ordered,
- f. Quantity delivered,
- g. Unit price and extended total,
- h. Total dollar amount for the quarter.

Reports are due by the last day of the month following the end of each calendar quarter. Calendar quarters end March 31, June 30, September 30, and December 31. Contractors shall supply reports in a format approved by both parties. Reports on 3.5 inch diskette are preferred, however, hard copy reports are acceptable. The following format examples are preferred for sales information reports: MS Word or Excel Spreadsheet. All other report formats must be approved and agreed upon prior to submission of the first report.

III. SPECIFICATIONS

A. GENERAL INFORMATION

1. The Pacific Northwest Snowfighters (PNS) Association of British Columbia, Idaho, Montana, Oregon and Washington strives to serve the traveling public by evaluating and establishing specifications for products used in winter maintenance that emphasize safety, environmental preservation, infrastructure protection, cost-effectiveness and performance.
2. To bid a product in response to this IFB, that product must be listed on the QPL developed by the PNS. The QPL is composed of products that have been tested and found in conformance with PNS established specifications. A listing of approved products from the QPL is provided below and may also be found on the PNS website at http://www.wsdot.wa.gov/fossc/maint/pns/pdf/QPL_3-13-02.pdf. **Only products approved by PNS prior to the date and time of bid opening will be considered for evaluation and contract award.**
3. Products shall not contain constituents in excess of the following established total concentration limits as tested in accordance with PNS listed test methodology. Results are stated as Parts Per Million (ppm).

• Phosphorus	25.00 ppm
• Cyanide	0.20 ppm
• Arsenic	5.0 ppm
• Copper	0.2 ppm
• Lead	1.0 ppm
• Mercury	0.05 ppm
• Chromium	0.5 ppm
• Cadmium	0.20 ppm
• Barium	10.0 ppm
• Selenium	5.0 ppm
• Zinc	10.00 ppm
4. No manufacturer or bidder may bid a corrosion inhibited product that has not successfully completing the National Association of Corrosion Engineers (NACE) Standard TM0169-95 as modified by the PNS, and found to have a Corrosion Value of at least 70% less than that of Sodium Chloride (salt).

5. The supplier of any product delivered and/or applied that is found to be contaminated and is cause for environmental concerns shall be responsible for all clean up expenses. This includes but is not limited to clean up measures as needed for the following: storage facility, yard, equipment, and roadside.

B. ORDERING, DELIVERY AND INVOICING

1. Order Placement: All orders will be placed by fax. The official order date shall be the date of the fax transmittal if received by the Contractor before 2:00 p.m. (contractor's time) and the next day if received by the Contractor after 2:00 p.m. The Contractor shall fax back (or submit electronically) an acknowledgement of the order within 2 hours from the time of receipt of the order.
2. Shipping Information / FOB Point: Orders placed against this contract shall be delivered F.O.B. Destination (unless otherwise agree to and specified in the order), meaning that the Contractor shall be responsible for all transportation and handling charges for shipments to the location including any resulting backorders. Responsibility and liability for loss or damage shall remain with Contractor until final inspection and acceptance when responsibility shall pass to the purchaser, except as to latent defects, fraud and Contractor's warranty obligations.
3. Typical truckload quantities

<u>Type</u>	<u>Description</u>	<u>Approx. Weight</u>	<u>Minimum Per Truck Load</u>	<u>Typical Quantity Per Truck Load</u>
Solid	1 Metric Ton	2,205 lbs./ Bag	20 Bags	44,100 Pounds
Solid	Bulk	2,200 lbs./Metric Ton	25 Metric Tons	30+ Metric Tons
Liquid	Bulk	variable/gallon	5,500 Gallons	5,500+ Gallons

4. An anti-foaming agent will be available from the contractor for use as needed, at no additional charge to the purchaser, to control foaming during loading, unloading, and agitation of liquid chemical products.
5. Delivery Dates and Times: Contractor shall provide the purchaser notification of the delivery a minimum of 24-hours prior to the scheduled delivery. Notification and delivery shall be made during regular working hours. For WSDOT facilities, regular working days/hours shall be Sunday through Saturday, 8:00 AM to 5:00 PM, excluding Washington State recognized holidays or unless otherwise requested and approved by purchaser. For City of Spokane, normal working hours shall be Sunday through Saturday (excluding holidays) between the hours of 7:00 A.M. and 3:00 P.M., unless otherwise requested and approved by the City. Any deliveries made without proper advance notification or outside of the established delivery times, unless otherwise authorized in advance and in writing, will be assessed an initial price adjustment of 25% of the delivered purchase price.
6. Liquidated Damages for Late Deliveries. Delivery shall be made on or within two (2) calendar days or less on all orders received by the Contractor during the months of October to April and 15 calendar days or less on orders placed during other months. In the event the Contractor fails to deliver within two calendar days as required, on day 3 or 16, a 25% late delivery price adjustment will be assessed. An additional 5% price adjustment per day will be assessed for each day of delay beginning with day 4 or 17 (depending on month of order) and continuing until delivery is made. Late delivery charges will be deducted from the payment of the invoice for the specific load of product not delivered according to the terms of this contract. Consistently late deliveries may result in contract termination.
7. During the months of October to April, when orders larger than 50 tons (2-loads) per location are placed, 50 tons of that order must be delivered within the 2 day time period or price adjustments will apply. If Contractor can not deliver the entire order at once, the balance must be delivered on daily deliveries beginning immediately after the first delivery, or as agreed to by the purchaser.
8. Price adjustments assessed for late deliveries caused by what the Contractor feels are "reasonable or uncontrollable circumstances" shall within seven (7) calendar days be addressed with the respective purchaser's representative. The decision of the purchaser's representative to accept or to deny the claim will be final and in the best interest of the Purchaser.

9. Loading and Unloading: Loading and unloading of liquid deicers will be the responsibility of the Contractor at each delivery site at no additional cost to the purchaser. Some locations may require end-dump trucks for the delivery of bulk solid products. End-dump requirements shall be specified on the order.
10. Purchasers liquid storage tanks will be fitted with a three-inch male pipe cam lock fitting to allow for unloading of product. Contractor will be responsible for all necessary equipment to transfer liquid chemical products to purchaser's storage tanks.
11. Delivery Volumes: As an option on liquid deliveries only, Contractor may use a legibly printed ticket from a flow meter that has been tested and certified by a purchaser approved state agency of Weights and Measures. The certification of the meter shall not be older than one year. Purchaser may request that the meter be retested and certified again during the delivery year if the data from the meter is in question. This retesting and certification shall be done at no additional charge to the purchaser. At any time purchaser may choose to spot check a delivery of liquid product by having the load weighed on certified scales before and after delivery to insure the accuracy of the flow meter. No additional charge shall be assessed the purchaser for spot checking deliveries of liquid product.
12. Packaging for liquid products (Categories 1 and 2) shall be for bulk products shipped in tanker trucks in full truckload delivery quantities, unless otherwise noted on the order. Packaging for solid products shall be bulk for Category 4 and shall be Super Sacks (1 metric ton or 2205 pounds per sack) for Category 7. Bulk bags are to be constructed of poly woven material with a plastic liner, with four belts or loops at the top, and shipped on a 4-way non-returnable pallet. Deicing materials shall be protected from the weather elements and secured in a manner to prevent it from dislodging during transit. All pallets or containers shall have the order number, manufacturer brand name, product name, quantity of deicer bags, and part number of the deicer clearly indicated on the outside of the pallet in easily read legend.
13. Drop Shipments: Purchasers may specify a second delivery location within the same delivery zone or region. Contractor may charge a reasonable "drop shipment fee" for this additional stop during the delivery. Product pricing for both delivery locations shall be at the designated contract price. Bidders shall specify their drop shipment fee in paragraph 9 of Section IV. BID SUBMITTALS under BID INFORMATION.
14. A current and clearly legible Material Safety Data Sheet (MSDS) shall accompany each shipment.
15. Contaminated Product. The supplier of any product delivered and/or applied that is found to be contaminated and is cause for environmental concerns shall be responsible for all clean up expenses. This includes but is not limited to clean up measures as needed for the following: storage facility, yard, equipment, and roadside.
16. Equipment Damages. The contractor shall be liable, as determined by the purchaser for causing any unanticipated extraordinary damages to equipment used in the storage or distribution of the chemical products.
17. Billing/Invoicing Information: It shall be the Contractor's responsibility to request billing/invoicing information at the time the order is placed.
18. The bill of lading and invoice for each shipment must contain the following information:
 - a. Name of product.
 - b. Supplier and manufacturer of product.
 - c. Destination of delivery.
 - d. Total number of units being delivered.
 - e. Total weight of delivery (certified scale ticket).
 - f. Lot number of product (products) being delivered. The lot number must enable purchaser to track a delivered product back to its manufacture point, date of manufacture and specific batch.
 - g. Transport information--Name of transporting company, tank, trailer or rail car number, point and date of origin.
 - h. For liquid products include the Percent Concentration and Specific Gravity specified in the contract.

The invoice must include all of the above and the following information.

- a. Contract unit of measure.
- b. Contract unit price for product delivered.

- c. Total price for units delivered.
- d. A copy of the original bill of lading.

The Purchaser will not process invoices for payment until the contractor has met all of the above requirements.

C. FIELD INSPECTION, UNLOADING, SAMPLING AND TESTING

NOTE: All material is subject to field inspection, sampling, and testing on an as delivered basis. Sampling and field testing is the prerogative of the purchaser. The Contractor shall not off load any material without affording the purchaser an opportunity to conduct the field inspection, sampling or the testing. Off loading of material without affording the purchaser an opportunity to conduct said work shall deem the delivered material non compliant and is subject to total rejection. The Contractor shall only off load material without field inspection, testing and sampling by the purchaser when the purchaser's representative grants prior written approval.

1. Field Inspection: Before allowing any product to be unloaded purchaser will adhere to the following procedures:

The following steps should be followed:

- a. Document and maintain records on all deliveries, including those that are rejected.
- b. Check to assure that the product is being delivered according to the terms of the contract. This may include but is not limited to the following:
 - Date of the order.
 - Date and time of delivery.
 - Verification of advance delivery notification.
 - Delivered within allowable times.
 - Name of delivery company and license plate numbers.
 - Is any price adjustment assessments required?
 - Is the product being delivered what you ordered?
 - Document all procedures prior to unloading of product.
 - Verify that all papers required of a delivery are present, complete, and legible.
 - Accurate, complete, and legible bill of lading and/or invoice.
 - Legible and current MSDS sheet.
 - Certified weight slip.
- c. Verify separation or non-separation of product.
- d. Visually inspect the load to determine if there are any obvious reasons why the load should be rejected.
- e. No precipitate or flocculation in liquid products shall be allowed in excess of the specification limits. Material portraying these or other uncharacteristic traits when delivered may be immediately rejected at the option of the purchaser or their representative at the delivery location.
- f. Any problems must be noted at the point of delivery by purchaser's representative, documented, and relayed to their representative for action.

2. Unloading:

- a. Provided that all the required information is in place and the material appears to be the correct material as ordered, document the amount of product currently in storage prior to unloading and begin the unloading process.
- b. The delivery truck shall unload solid materials in a windrow, unless end-dump delivery vehicle was specified on the order.
- c. For liquid products, visually inspect the discharge valve prior to unloading for the presence of any foreign material.

- d. Visually inspect the delivered product again while unloading. If problems are noted that are a cause for rejection of the load immediately halt the unloading process. Take photos if applicable and record any pertinent information. Conduct the following procedures if the material is to be rejected.
 - If material fails initial inspection or testing reload the product and reject the load.
 - If reloading can't be done, (mixed with previous material) note the amount of product (liquid only) pumped into the tank and total product now present in the tank.
 - Circulate the tank and then pull two one-gallon (4-Liter) samples of the contaminated deicer material now in the tank
 - Check and record the specific gravity of the samples.
 - Take appropriate action as needed to assure the integrity of product on hand if possible. Will all products on hand have to be removed?
 - Send samples directly to Chief Chemist at the Headquarters Materials Laboratory.
 - Immediately advise the Regional Purchasing Officer of any ordering, delivery, storage, or product quality issues.

3. Sampling and Testing

One sample, of the liquid or dry product being delivered, may be taken from the delivered shipment for laboratory testing after the shipment has passed the initial inspection and is approved for unloading. This sample will be used for testing and/or fingerprinting at the purchaser's expense to insure product quality. Clearly label samples for identification. Send the sample directly to the appropriate testing laboratory (WSDOT will use their Material Testing Laboratory). Be sure the transmittal form is properly completed to include the following information:

- contractor's name,
- manufacture's name
- name of product,
- lot number of product,
- shipping date,
- date received,
- name of delivery point,
- quantity of material delivered, and
- name and phone number of person who received the load and took the samples.

Test results from the laboratory will be final and in the best interest of the purchaser.

- a. If the load is liquid, a one-gallon sample will be taken from the transfer hose in three equal parts. Each part will be compositely mixed together with the other parts to make up the one-gallon sample that will be submitted to the laboratory for testing. The samples will be collected during unloading as the first third, the second third and the last third of the product that is being delivered. If the trailer or pup has compartments the three equal samples shall be taken from only one of the compartments to complete the sample. Check and record the specific gravity of the samples.
- b. If the product is solid, the delivery truck shall unload the solid material in a windrow, unless end-dump delivery vehicle was specified on the order. Samples of the windrow materials should be obtained from the complete cross section of the windrow. Portions of the sample shall be taken from the top, center, and bottom in proportion to the cross section area at that point and well within the stack each time. It is best practice to cut completely through the stack if practicable. Fine material sifts to the bottom. Care should be taken to obtain a complete and representative sample. The sample should be placed into a wide mouth 1-gallon container with a screw top lid as soon as the sample has been taken to avoid exposing the sample unduly to atmospheric moisture.
- c. Samples sent to the laboratory will be tested for conformance to specifications during the year. Each type of product may be tested for those parameters listed herein.

D. TEST METHODS

Test methods shall be as published by the Pacific Northwest Snowfighters (PNS) Association. Reference PNS's web site located at http://www.wsdot.wa.gov/fossc/maint/pns/htm/TEST_MET.htm. The following test methods shall apply to all products supplied through this contract. As test methods are revised or updated by PNS, they shall automatically apply to this contract.

1. Percent Concentration of Active Ingredient In The Liquid
Test Method: Atomic Absorption Spectrophotometry as described in "Standard Methods for the Examination of Water and Waste Water", APHA-AWWA-WPCF. Test Method "A" in the Appendix "A" is used to determine percent concentration of Calcium Chloride or Magnesium Chloride. (Note: Plasma Emission Spectroscopy has been used for this test and has frequently shown the percent concentration of the calcium chloride or the magnesium chloride to be higher than what exist in the brines) as compared to the material's specific gravity). This is partly due to the high amount of dissolved solids existing in the sample test solutions. The use of inductively Coupled Plasma (ICP) as described in the above reference is at the bidder's risk. The AA method as described is the referee method for this analysis and will be used to determine compliance and or price adjustments at this time.
2. Weight Per Gallon
Test Method: Specific Gravity by ASTM D 1429 Test Method A - Pycnometer at 20° C +/- 1° C.
3. Corrosion Control Inhibitor Presence and Concentration
Test Method: The Materials Laboratory may use the test procedures provided by the bidder or manufacture for testing quantitative concentrations of additives. These same tests can then be used to verify that materials being delivered are the same as those previously tested and approved in the bid process.
4. pH
Test Method: ASTM D 1293 except a dilution shall be made of 1 part chemical product to 4 parts distilled water before attempting a reading.
5. Corrosion Rate
Test Method: NACE Standard TM0169-95 (1995 revision) as modified by PNS. This procedure is listed as Test Method "B" in Appendix A.
6. Percent Total Settleable Solids and Percent Solids Passing a 10 Sieve
Test Method: This procedure is listed as Test Method "C" in Appendix A.
7. Total Phosphorus
Test Method: Total Phosphorous as described in "Standard Methods for the examination of Water and Waste Water", APHA-AWWA-WPCF. Total phosphorus shall be determined upon a 1% test solution. The Total Phosphorus value determined from the 1% solution is the value to be reported without being calculated for the dilution. The test solution should be prepared by placing 10 ml of sample into 500 ml of ASTM D 1193 Type II distilled water contained in a 1 L volumetric flask to which 2.5 ml 1 + 1 sulfuric acid has been added. Swirl the contents and make up to 1000 ml with distilled water.
8. Total Cyanide
Test Method: Total Cyanide as described in "Standard Methods for the examination of Water and Waste Water", APHA-AWWA-WPCF.
9. Total Arsenic, Barium, Cadmium, Chromium, Copper, Lead, Selenium and Zinc.
Test Method: Atomic Absorption Spectrophotometry or Plasma Emission Spectroscopy as described in "Standard Methods for the examination of Water and Waste Water", APHA-AWWA-WPCF.
10. Total Mercury
Test Method: Cold Vapor Atomic Absorption Spectrophotometry as described in "Standard Methods for the examination of Water and Waste Water", APHA-AWWA-WPCF.
11. Milliequivalents OR "meq"
Test Method: This is a measure of the amount of unreacted base in the product. "meq" means milliequivalents or the milligrams of acetic acid to neutralize 1 gram of unreacted base.

Method for measuring unreacted base is a standard acid/base titration procedure. A fixed volume of acid (30 ml of 0.1 N HCl) is added to 1 gram sample of CMA. The excess acid is titrated with a standard base (0.1 N NaOH) to phenolphthalein endpoint, pH of 8.6.

12. Moisture Content Of Solid Deicer Products.

Test Method: According to ASTM E 534

13. Gradation

Test Method: Gradation shall be run according to ASTM D 632. The sample size shall be a minimum of 300 grams and be hand shaken through each sieve until the sample has been adequately processed. Caution: Care should be used when running the gradation test, as the salt is very soft and can be resized by over shaking. Salts that contain sticky organic matter inhibitors may require additional attention with rubber policeman to insure that the sample passes the screens correctly as the sticky inhibitors will tend to clump up smaller particles of salt and prohibit them from being analyzed correctly.

14. Visual Inspection and Field Observations.

Test Method: Visual inspection and field observations to assure that the material remains clean and free of extraneous matter, free from hard caking, does not segregate, and remains suitable for the intended purpose and as otherwise outlined in Section IV. NOTE: Purchaser may use any laboratory test method necessary to verify conclusions from visual inspections.

15. Toxicity Test

Test Method: According to "Short-Term Methods for Estimating the Chronic Toxicity of Effluent and Receiving Waters to Freshwater Organisms", Third Edition, EPA-600/4-91/200.

16. Ammonia - Nitrogen

Test Method: Ammonia as described in "Standard Methods for the examination of Water and Waste Water", APHA-AWWA-WPCF.

17. Total Kjeldahl Nitrogen

Test Method: Total Kjeldahl Nitrogen as described in "Standard Methods for the examination of Water and Waste Water". APHA-AWWA-WPCF.

18. Nitrate and Nitrite as Nitrogen

Test Method: Nitrate and Nitrite as Nitrogen as described in "Standard Methods for the examination of Water and Waste Water". APHA-AWWA-WPCF.

19. Biological Oxygen Demand

Test Method: Biological Oxygen Demand as described in "Standard Methods for the examination of Water and Waste Water". APHA-AWWA-WPCF.

20. Chemical Oxygen Demand

Test Method: Chemical Oxygen Demand as described in "Standard Methods for the examination of Water and Waste Water". APHA-AWWA-WPCF.

21. Fractional Analysis

Test Method: Fractional Analysis shall be conducted on products that have been applied at the prescribed application rate to a pavement surface with a sealed and controlled humidity chamber. The fractional coefficient shall be measured on pavement surface as the humidity in the chamber is lowered and raised over the course of time. The data shall show a plot of the humidity curve and a plot of the coefficient of friction curve over time. The device that measures the friction coefficient shall be calibrated and certified prior to use on the sample analysis.

E. PRICE REDUCTIONS FOR PRODUCT DEVIATIONS FROM SPECIFICATIONS

Price reductions will be assessed on the delivered product price, (i.e. including freight charges). Determination of a price reduction to be applied will be based on the PNS testing procedures as outlined above in these specifications and PNS established chemical product categories.

1. PRICE REDUCTIONS BASED ON MAGNESIUM CHLORIDE OR CALCIUM CHLORIDE, PNS CATEGORIES I AND II

Field samples taken of the delivered liquid chemical products will be tested for the appropriate Magnesium Chloride or Calcium Chloride concentration in percent according to Test Method 1. The test results will be compared to the bidder quoted concentration (BQC) of the chemical product as recognized by PNS. Any element or compound that is not specific to the product being bid will not count towards (BQC). For example, if a sample is submitted under Category I - Magnesium Chloride, credit will be given for Magnesium Chloride content only. No credit shall be given for trace materials such as Calcium Chloride, Sodium Chloride, etc.

Since this contract is/was primarily awarded based on the lowest price per percent concentration of chemical product for each Product Category, a price adjustment structure has been constructed to insure that the bidder quoted concentrations (BQC) are maintained during deliveries. The percent values indicated below are percent concentration of magnesium or calcium chloride, not percentage of the BQC.

If the field sample test results are out of specification, the supplier will be subject to a price reduction based on the delivered purchase price as follows. (At no time are any of the applied percentages allowed to reduce the concentration below the minimum concentration limit.)

Price reductions for noncompliance of material to the Bidder Quoted Concentration (BQC):

Concentration Ranges

BQC less 1.0% but in no case below the minimum concentration limit---- No price reduction

BQC less 1.1% or greater but in no case below the minimum concentration limit--20% Price reduction.

Further price reductions for chemical products below the minimum concentration are as follows:

Concentration Ranges

24.0% to 24.9% ----- 30% Price reduction

22.0% to 23.9% ----- 50% Price reduction

≤21.9 % ----- 75% Price reduction

NOTE: In the case of a storm event, purchaser reserves the right to accept and use any concentration of product delivered and apply price reductions as defined above.

2. PRICE REDUCTIONS FOR CHEMICALS CONTAINING SODIUM CHLORIDE – PNS CATEGORY IV

A price reduction of 25% will be assessed on materials outside of the acceptable gradation limits as specified in the appropriate category specifications. Additionally, a price reduction will be taken on excessive moisture content as specified in the appropriate category specifications.

Permissible variations of 5% will be allowed for each sieve size:

<u>Sieve Size</u>	<u>Wt. % Passing</u>	<u>Price Adjustment</u>
3/4"	100	None
#4	15 - 100	None
#8	5 - 65	None
#30	0 - 20	None

A price adjustment will be applied for excessive moisture content as specified in each of the appropriate category specifications.

3. CORROSION RATE AND SEGREGATION PRICE REDUCTIONS

Products, which fail to meet any of the corrosion specification requirements (outside of acceptable range), will result in a 50% price reduction or total rejection at the purchaser's discretion. In addition, corrosion inhibitors shall bond to the primary material sufficient so there is no visual separation or segregation of the corrosion inhibitor. Delivered products which separates or segregates shall be subject to a 50% price reduction or total rejection at the purchaser's discretion. The supplier will be required to replace any rejected material plus any

material that it contaminated at their cost. Any product that is rejected shall be removed by the supplier and replaced with product that meets the material specifications, including handling and transportation charges at no additional cost to the purchaser. Removal includes the removal of all material contaminated by the non-specification material if any. Purchaser's personnel will establish the amount of material contaminated.

DUSTBUSTERS, INC.		Product: Category 1 (Liquid Magnesium Chloride) FreezeGard Zero with Shield LSW	
Primary Contact:	Craig Prete, President	Alternate Contact:	Ed Fick
Phone:	(307) 789-3878		(406) 749-6310
Fax:	(307) 789-3888		
Email:	cprete@wyoming.com		
Federal ID No.:	83-0286499	Est. participation	\$103,000/year (2%)
Supplier No.:	110153	Performance bond:	\$10,000
Order placement address:	Dustbusters, Inc. P.O. Box 15 Evanston, WY 82931-0015	Payment address:	Same as Order placement address.
Phone:	(800) 550-4276		
Fax:	(307) 789-3888		
Ordering procedures:	As specified above.	Minimum orders:	As specified above.
Delivery time:	As specified above.	Payment terms:	Net 30 Days.
Shipping destination:	Free on Board (FOB) destination.	Specific Gravity:	10.7 pounds per gallon
Freight:	Prepaid and included.	PNS date approved:	8/15/02
Subcontractors:	Gary Davis Trucking & Ag Enterprises	% Concentration:	30%
Product/Manufacturer:	FreezeGard w/Shield LSW / North American Salt Co.	Corrosion % Eff:	28%
Drop shipment fee:	\$45.00		

ROADWISE, INC.		PRODUCT: CATEGORY 1 (LIQUID MAGNESIUM CHLORIDE) - ICE STOP CI-2000	
Primary Contact:	Jeff Dobson, President	Alternate Contact:	Staci Geiselman
Phone:	(253) 761-2487		(253) 761-2487
Fax:	(253) 761-2125		(253) 761-2125
Email:	roadwiseinc@aol.com		
Federal ID No.:	91-2034499	Est. participation	\$1,094,000/year (21%)
Supplier No.:	102024	Performance bond:	\$105,000
Order placement address:	Roadwise, Inc. 3313 N. Vassault St. Tacoma, WA 98407	Payment address:	Same as Order placement address.
Phone:	(253) 761-2487		
Fax:	(253) 761-2125		
E-mail:	roadwiseinc@aol.com		
Ordering procedures:	As specified above.	Minimum orders:	As specified above.
Delivery time:	As specified above.	Payment terms:	Net 30 Days.
Shipping destination:	Free on Board (FOB) destination.	Specific Gravity:	1.289 pounds per gallon (@60°F MgCl ₂ concentration by weight)
Freight:	Prepaid and included.	PNS date approved:	8/21/01
Subcontractors:	Ottomeier Trucking, Inc. and Gary Davis Trucking	% Concentration:	29%
Product/Manufacturer:	Ice Stop CI-2000/Reilly Ind.	Corrosion % Eff:	22%
Drop shipment fee:	\$65.00		

AMERICA WEST ENVIRONMENTAL SUPPLIES, INC.		PRODUCT: CATEGORY 2 (LIQUID CALCIUM CHLORIDE) – GEOMELT C	
Primary Contact:	James Hand	Alternate Contact:	Dan Codd
Phone:	(888) 547-5475 (509) 547-2240		(360) 588-9355
Fax:	(509) 547-7861		(360) 588-9355
Email:	Americawest@prodigy.net		Ameriwest2@aol.com
Federal ID No.:	91-1679715	Est. participation	\$978,000/year (18%)
Supplier No.:	4558	Irr. letter of credit:	\$90,000
Order placement address:	AmericaWest Environmental Supplies, Inc. PO Box 730 Pasco, WA 99301	Payment address:	Same as Order placement address.
Phone:	(888) 547-5475		
Fax:	(509) 547-7861		
E-mail:	americawest@prodigy.net		
Ordering procedures:	As specified.	Minimum orders:	As specified.
Delivery time:	As specified.	Payment terms:	Net 30 Days.
Shipping destination:	Free on Board (FOB) destination.	Specific Gravity:	1.322 pounds per gallon
Freight:	Prepaid and included.	PNS Date Approved:	08/15/02
Subcontractor:	Harms Pacific Transport	% Concentration:	32
Product/Manufacturer:	Geomelt C/America West	Corrosion % Eff:	21%
Drop shipment fee:	\$80.00		

CARGILL DEICING TECHNOLOGY		PRODUCT: CATEGORY 4 (CORROSION INHIBITED SODIUM CHLORIDE) – CLEARLANE PNS	
Primary Contact:	Sean M. Riley	Alternate Contact:	Marge Bonner
Phone:	(800) 600-7258		(800) 600-7258 Ext. 4767
Fax:	(888) 739-8705		(888) 739-8705
Email:	Sean_Riley@Cargill.com		Marge_bonner@cargill.com
Federal ID No.:	41-0177680	Est. participation	\$400,000/year (8%)
Supplier No.:	681	Performance bond:	\$40,000
Order placement address:	Cargill Salt Customer Serv. 24950 Country Club Blvd. Suite 450 North Olmsted, OH 44070	Payment address:	Cargill FSC Attn: 12522-50403484 PO Box 6034 Fargo, ND 58108-6034
Phone:	(800) 600-7258		
Fax:	(888) 739-8705		
Ordering procedures:	As specified above.	Minimum orders:	As specified above.
Delivery time:	As specified above.	Payment terms:	Net 30 Days.
Shipping destination:	Free on Board (FOB) destination.	Specific Gravity:	11.0 ppg
Freight:	Prepaid and included.	PNS Date Approved:	8/21/01
Subcontractors:	None	% Concentration:	N/A
Product/Manufacturer:	ClearLane PNS/Cargill Deicing Technology	Corrosion % Eff:	28.2
Drop Shipment Fee:	None		

ENVIROTECH SERVICES, INC.		PRODUCT: CATEGORY 4 (CORROSION INHIBITED SODIUM CHLORIDE) – ICE SLICER ELITE	
Primary Contact:	Mary Gilmore	Alternate Contact:	Matthew J. Duran
Phone:	(800) 369-3878		(303) 465-3808
Fax:	(509) 448-1648		(970) 346-3959
Email:	tmgilmore@icehouse.net		info@envirotechservices.com
Federal ID No.:	84-1102950	Est. participation	\$2,035,000/year (38x%)
Supplier No.:	110151	Performance bond:	\$190,000
Order placement address:	EnviroTech Services, Inc. Attn Kenberley 1140 38 th Ave. Suite 1 Greeley, CO 80634	Payment address:	EnviroTech Services, Inc. 1140 38 th Ave. Suite 1 Greeley, CO 80634
Phone:	(800) 577-5346		
Fax:	(970) 352-0620		
E-mail:	info@envirotechservices.com		
Ordering procedures:	As specified above.	Minimum orders:	As specified above.
Delivery time:	As specified above.	Payment terms:	1% 10 or Net 30 Days.
Shipping destination:	Free on Board (FOB) destination.	Specific Gravity:	
Freight:	Prepaid and included.	PNS Date Approved:	08/15/02
Subcontractors:	UAP & Edwall Chemical	% Concentration:	N/A
Product/Manufacturer:	Ice Slicer Elite/EnviroTech	Corrosion % Eff:	26.6
Drop Shipment Fee:	\$75.00		
CRYOTECH DEICING COMPANY		PRODUCT: CATEGORY 7 (CALCIUM MAGNESIUM ACETATE) – CRYOTECH CMA ®	
Primary Contact:	Roxanna J. Huffman	Alternate Contact:	Dawn Powers
Phone:	(800) 346-7237 (319) 372-6012		(800) 346-7237 (319) 372-6012
Fax:	(319) 372-2662		(319) 372-2662
Email:	roxanna.huffman@cryotech.com		dawn.powers@cryotech.com
Federal ID No.:	33-0270225	Est. participation	\$678,000/year (13%)
Supplier No.:	9	Irr. letter of credit:	\$65,000
Order placement address:	Melissa Boyd Cryotech Deicing Technology 6103 Orthoway Fort Madison, IA 52627	Payment address:	Cryotech Deicing Technology PO Box 513120 Los Angeles, CA 90051-1120
Phone:	(800) 346-7237		
Fax:	(319) 372-2662		
Ordering procedures:	As specified above.	Minimum orders:	20 Super Sacks (20 metric tons)
Delivery time:	As specified or 7-14 day.	Payment terms:	Net 30 Days.
Shipping destination:	Free on Board (FOB) destination.	Specific Gravity:	Not Applicable
Freight:	Prepaid and included.	PNS Date Approved:	5/19/98
Subcontractors:	None listed	% Concentration:	96%
Product/Manufacturer:	CMA/Cryotech Deicing	Corrosion % Eff:	-7
Drop Shipment Fee:	\$50.00		

PRICE SHEETS

WA STATE DEPARTMENT OF TRANSPORTATION (WSDOT) DELIVERY LOCATIONS (UNLESS OTHERWISE NOTED)

Zone 1 Northwest Region (Includes the counties of: Whatcom, San Juan, Skagit, Island, Snohomish and King)												
PNS Product Category:			Category 1 Liquid Magnesium Chloride		Category 2 Liquid Calcium Chloride			Category 4 Corrosion Inhibited Sodium Chloride		Category 7 Calcium Magnesium Acetate (Solid)		
Contractor:			Dustbusters, Inc.		America West			Cargill		Cryotech		
Product:			FreezGard with Shield LSW		Geomelt C			ClearLane PNS		Cryotech CMA®		
Location		Storage Capacity	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Ton ¹	Price Per Ton ²	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Super Sack ¹	Price Per Super Sack ²
	Geneva Maintenance Site, MA	100 Tons		\$84.00				100	\$146.88		\$1,338.00	\$1,193.00
	King County	8,000 gal		\$88.80	140	\$123.10	\$117.10		\$139.86		\$1,338.00	\$1,193.00
	King County	8,000 gal		\$88.80	140	\$121.14	\$115.14		\$139.86		\$1,338.00	\$1,193.00
	King County	8,000 gal		\$85.60	140	\$124.08	\$118.08		\$135.84		\$1,338.00	\$1,193.00
	King County	8,000 gal		\$85.60	140	\$121.48	\$115.46		\$138.06		\$1,338.00	\$1,193.00
1	Preston Maintenance Site, MA 4	600 Tons 6,000 Gal		\$88.80		\$116.50	\$109.50	400	\$151.70	80	\$1,338.00	\$1,193.00
2	Renton Maintenance Site, MA 4	N/A		\$85.60				30	\$146.03		\$1,338.00	\$1,193.00
3	Enumclaw Maintenance Site, MA 4	N/A		\$85.60				250	\$143.30	50	\$1,338.00	\$1,193.00
4	Kent Maintenance Site, MA 4	20 Tons		\$85.60				100	\$146.03	50	\$1,338.00	\$1,193.00
5	Greenwater Maintenance Site, MA 4	20 Tons		\$88.80				120	\$147.08	50	\$1,338.00	\$1,193.00
6	Bellingham Maintenance Site, MA 1	30 Tons 25 Tons		\$101.60				500	\$151.70	75	\$1,338.00	\$1,193.00
6a	Bellingham Maintenance Site, MP 235, Port of Entry I-5, Southbound	550 Tons		\$101.60		\$125.80		550	\$151.70	75	\$1,338.00	\$1,193.00
7	Maple Falls Maintenance Site, MA 1	30 Tons 25 Tons		\$101.60				500	\$157.06		\$1,338.00	\$1,193.00
8	Heichel Maintenance Site, MA 2	30 Tons		\$94.40				30	\$151.70		\$1,338.00	\$1,193.00
9	Hazel Maintenance Site, MA 2	30 Tons		\$94.40				30	\$150.23		\$1,338.00	\$1,193.00
10	Coupeville Maintenance Site, MA 2	30 Tons		\$94.40				30	\$150.23		\$1,338.00	\$1193.00
11	Mt. Vernon Maintenance Site, MA 2	60 Tons		\$94.40				60	\$150.23	30	\$1,338.00	\$1,193.00
12	Birdsview Maintenance Site, MA 2	30 Tons		\$101.60				30	\$152.75		\$1,338.00	\$1,193.00
13	Arlington Maintenance Site, MA 2	30 Tons		\$94.40				30	\$150.23		\$1,338.00	\$1,193.00
14	Coal Creek (Sedro Woolley)	30 Tons		\$101.60				30	\$150.23		\$1,338.00	\$1,193.00

Prices are in US dollars (\$) and volumes are in US Tons (2000 pounds), except as noted. Category 1 and 2 products shall be bulk in tanker trucks, Category 4 product shall be bulk, and Category 7 product shall be packaged and shipped in one metric ton Supersacks.

Footnotes: ¹ Minimum 20 Super Sacks with 48-hour delivery. ² Minimum 20 Super Sacks with 7-14 day delivery.

PRICE SHEETS

WA STATE DEPARTMENT OF TRANSPORTATION (WSDOT) DELIVERY LOCATIONS (UNLESS OTHERWISE NOTED)

15	Swinomish Maintenance Site, MA 2	30 Tons		\$94.40				30	\$150.23		\$1,338.00	\$1,193.00
16	Everett Maintenance Site, MA 3	150 Tons 7,000 Gal		\$94.40		\$121.40	\$115.40	200	\$148.81	35	\$1,338.00	\$1,193.00
17	Monroe Maintenance Site, MA 3	200 Tons 7,000 Gal		\$94.40		\$118.40	\$112.40	150	\$148.81	30	\$1,338.00	\$1,193.00
18	Spokane St Maintenance Site, MA 5	6,000 Gal		\$88.80		\$118.00	\$112.00	30 (Bulk Bags)	\$149.53	30	\$1,338.00	\$1,193.00
19	Ballinger Maintenance Facility	6,000 Gal		\$88.80		\$118.00	\$112.00	50 (Bulk Bags)	\$149.53		\$1,338.00	\$1,193.00
20	Deming Maintenance Facility	N/A		\$101.60				100	\$151.70		\$1,338.00	\$1,193.00

Zone 3 Olympic Region (Includes the counties of: Clallam, Jefferson, Grays Harbor, Mason, Kitsap, Thurston and Pierce)

PNS Product Category:		<u>Category 1</u> Liquid Magnesium Chloride		<u>Category 2</u> Liquid Calcium Chloride		<u>Category 4</u> Corrosion Inhibited Sodium Chloride		<u>Category 7</u> Calcium Magnesium Acetate (Solid)			
Contractor:		Dustbusters		America West		Cargill		Cryotech			
Product:		FreezGard with Shield LSW		Geomelt C		ClearLane PNS		Cryotech CMA®			
Location		Storage Capacity	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Super Sack ³	Price Per Super Sack ⁴
1	Port Angeles	10,000 Gal	30	\$86.09		\$120.00		\$144.46		\$1,338.00	\$1,193.00
2	Aberdeen	N/A		\$80.00				\$135.96	22	\$1,338.00	\$1,193.00
3	Elma	N/A		\$79.00				\$130.26	22	\$1,338.00	\$1,193.00
4	Tacoma	N/A		\$82.40				\$139.44	50	\$1,338.00	\$1,193.00
5	Port Orchard	N/A		\$86.75				\$138.06	22	\$1,338.00	\$1,193.00
6	Shelton	N/A		\$80.00				\$133.06	22	\$1,338.00	\$1,193.00

Prices are in US dollars (\$) and volumes are in US Tons (2000 pounds), except as noted. Category 1 and 2 products shall be bulk in tanker trucks, Category 4 product shall be bulk, and Category 7 product shall be packaged and shipped in one metric ton Supersacks.

Footnotes: ¹ Minimum 20 Super Sacks with 48-hour delivery. ² Minimum 20 Super Sacks with 7-14 day delivery.

PRICE SHEETS
WA STATE DEPARTMENT OF TRANSPORTATION (WSDOT) DELIVERY LOCATIONS (UNLESS OTHERWISE NOTED)

Zone 4 Southwest Region (Includes the counties of: Pacific, Lewis, Wahkiakum, Cowlitz, Clark, Skamania and Klickitat)											
PNS Product Category:			Category 1 Liquid Magnesium Chloride		Category 2 Liquid Calcium Chloride		Category 4 Corrosion Inhibited Sodium Chloride		Category 7 Calcium Magnesium Acetate (Solid)		
Contractor:			Dustbusters, Inc.		America West		Cargill		Cryotech		
Product:			FreezGard with Shield LSW		Geomelt C		ClearLane PNS		Cryotech CMA®		
Location		Storage Capacity	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Super Sack ³	Price Per Super Sack ⁴
1	134 th Street Maintenance Site, MA 1	7,000 Gal	150	\$68.30		\$122.00		\$120.31		\$1,338.00	\$1,193.00
2	Kelso Maintenance Site, MA 1	11,000 Gal	255	\$70.30		\$122.00		\$123.44		\$1,338.00	\$1,193.00
3	Chehalis Maintenance Site, MA 2	12,000 Gal	120	\$72.09		\$118.25		\$131.56		\$1,338.00	\$1,193.00
4	Morton Maintenance Site, MA 2	10,600 Gal	150	\$71.39		\$115.00		\$131.56		\$1,338.00	\$1,193.00
5	Toledo Maintenance Site, MA 2	10,000 Gal	60	\$71.80		\$120.50		\$132.86		\$1,338.00	\$1,193.00
6	Packwood Maintenance Site, MA 2,	10,600 Gal	80	\$74.26		\$129.40		\$136.06		\$1,338.00	\$1,193.00
7	Raymond Maintenance Site, MA 3	8,000 Gal	120	\$74.00		\$122.00		\$135.26		\$1,338.00	\$1,193.00
8	Naselle Maintenance Site, MA 3	10,400 Gal	120	\$71.91		\$125.40		\$133.44		\$1,338.00	\$1,193.00
9	Goldendale Maintenance Site, MA 4	10,500 Gal		\$80.00	350	\$101.93		\$131.86		\$1,338.00	\$1,193.00
10	Bingen	7,500 Gal.	150	\$71.80		\$115.70		\$136.46		\$1,338.00	\$1,193.00
11	Cathlamet Maintenance Site, MA 3	2,600 Gal	25	\$71.80		\$125.40		\$132.76		\$1,338.00	\$1,193.00
12	Woodland Maintenance Facility	11,000 Gal	175	\$70.30		\$124.00		\$123.46		\$1,338.00	\$1,193.00

Prices are in US dollars (\$) and volumes are in US Tons (2000 pounds), except as noted. Category 1 and 2 products shall be bulk in tanker trucks, Category 4 product shall be bulk, and Category 7 product shall be packaged and shipped in one metric ton Supersacks.

Footnotes: ¹ Minimum 20 Super Sacks with 48-hour delivery. ² Minimum 20 Super Sacks with 7-14 day delivery.

PRICE SHEETS
WA STATE DEPARTMENT OF TRANSPORTATION (WSDOT) DELIVERY LOCATIONS (UNLESS OTHERWISE NOTED)

Zone 2 North Central Region (Includes the counties of: Okanogan, Ferry, Chelan, Douglas and Grant)										
PNS Product Category:		Category 1 Liquid Magnesium Chloride		Category 2 Liquid Calcium Chloride		Category 4 Corrosion Inhibited Sodium Chloride		Category 7 Calcium Magnesium Acetate (Solid)		
Contractor:		Roadwise, Inc.		America West		EnviroTech Services		Cryotech		
Product:		Ice Stop CI-2000		Geomelt C		Ice Slicer Elite		Cryotech CMA®		
Location	Storage Capacity	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Super Sack³	Price Per Super Sack⁴
1	Omak Grade Site	30 Tons	\$76.05			30	\$141.80		\$1,338.00	\$1,193.00
2	Brewster Maintenance site	30 Tons	\$74.14			30	\$138.05		\$1,338.00	\$1,193.00
3	Liberty on Blewett Pass (stockpile site)	100 Tons	\$79.15			30	\$138.05		\$1,338.00	\$1,193.00
4	Little Eva's on Stevens Pass	100 Tons	\$80.30			30	\$141.80		\$1,338.00	\$1,193.00
5	Berne Maintenance Yard, MA 1, ICP# 2-	10,000 Gal	\$81.54	800	\$108.13		\$141.80		\$1,338.00	\$1,193.00
6	Wenatchee District Site, MA 1, ICP# 2-	20,000 Gal	\$76.95	900	\$104.83	1000	\$138.05		\$1,338.00	\$1,193.00
7	Chelan Maintenance Yard, MA 1, ICP#	17,000 Gal	\$77.32	600	\$108.80	30	\$141.80		\$1,338.00	\$1,193.00
8	Waterville Maintenance Yard, MA 1,	10,000 Gal	\$74.10	600	\$105.00	30	\$138.05		\$1,338.00	\$1,193.00
9	Moses Lake Maintenance Site, MA 2,	20,000 Gal	\$70.55	800	\$96.48	500	\$135.55		\$1,338.00	\$1,193.00
10	Ephrata Maintenance Site, MA 2, ICP#	10,000 Gal	\$72.10	400	\$98.96	25	\$138.05		\$1,338.00	\$1,193.00
11	George Maintenance Site, MA 2, ICP# 2-	10,000 Gal	\$72.74	400	\$99.39	500	\$138.05		\$1,338.00	\$1,193.00
12	Othello Maintenance Site, MA 2, ICP# 2-	10,000 Gal	\$71.05	400	\$97.09	25	\$135.55		\$1,338.00	\$1,193.00
13	Vantage Stockpile Site, MA 2	50 Tons	\$74.20			25	\$138.05		\$1,338.00	\$1,193.00
14	Trinidad Stockpile Site, MA 2	20 Tons	\$74.20			10	\$138.05		\$1,338.00	\$1,193.00
15	Twisp Maintenance Site, MA 3, ICP# 2-	10,000 Gal	\$78.60	400	\$108.44	30	\$141.80		\$1,338.00	\$1,193.00
16	Tonasket Maintenance Site, MA 3, ICP#	10,000 Gal	\$77.95	300	\$108.44	60	\$141.80		\$1,338.00	\$1,193.00
17	Brewster Maintenance Site, MA 3, ICP#	10,000 Gal	\$74.14	300	\$107.44		\$138.05		\$1,338.00	\$1,193.00
18	Coulee City Maintenance Site, MA 3,	10,000 Gal	\$71.64	300	\$101.93		\$138.05		\$1,338.00	\$1,193.00
19	Electric City Maintenance Site, MA 3,	12,000 Gal	\$71.45	300	\$103.53		\$141.80		\$1,338.00	\$1,193.00
20	Nespelem Stockpile Site, MA3	N/A	\$72.15			30	\$141.80		\$1,338.00	\$1,193.00
21	Blewett Maintenance Site, MA 1, ICP#	17,000 Gal	\$81.40	1000	\$104.83	30	\$138.05		\$1,338.00	\$1,193.00
22	Leavenworth Maintenance Yard MA 1,	10,000 Gal	\$79.05	800	\$104.83		\$138.05		\$1,338.00	\$1,193.00
23	Mansfield MA 3, ICP# 2-3-360B	10,000 Gal	\$73.25	300	\$104.83		\$138.05		\$1,338.00	\$1,193.00
24	Okanogan Maintenance Site, MA 3,,	10,000 Gal	\$75.70	450	\$107.44	30	\$141.80		\$1,338.00	\$1,193.00

Prices are in US dollars (\$) and volumes are in US Tons (2000 pounds), except as noted. Category 1 and 2 products shall be bulk in tanker trucks, Category 4 product shall be bulk, and Category 7 product shall be packaged and shipped in one metric ton Supersacks.

Footnotes: ¹ Minimum 20 Super Sacks with 48-hour delivery. ² Minimum 20 Super Sacks with 7-14 day delivery.

PRICE SHEETS
WA STATE DEPARMENT OF TRANSPORTATION (WSDOT) DELIVERY LOCATIONS (UNLESS OTHERWISE NOTED)

Zone 5 South Central Region (Includes the counties of: Kittitas, Yakima, Benton, Franklin, Walla Walla, Columbia, Garfield and Asotin)											
PNS Product Category:			Category 1 Liquid Magnesium Chloride		Category 2 Liquid Calcium Chloride		Category 4 Corrosion Inhibited Sodium Chloride		Category 7 Calcium Magnesium Acetate (Solid)		
Contractor:			Roadwise, Inc.		America West		EnviroTech Service		Cryotech		
Product:			Ice Stop CI-2000		Geomelt C		Ice Slicer Elite		Cryotech CMA®		
Location		Storage Capacity	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Super Sack³	Price Per Super Sack⁴
	Elk Heights Storage Site, MA 1	20,000 Gal	400	\$74.20		\$103.25		\$138.05		\$1,338.00	\$1,193.00
1	Camp Mason Maintenance Site, MA 1	10,000 Gal, 30 Tons	500	\$76.92		\$108.50	800	\$141.80		\$1,338.00	\$1,193.00
2	Easton Maintenance Site, MA 1	10,000 Gal, 500 Tons	400	\$76.10		\$105.25	1500	\$138.05		\$1,338.00	\$1,193.00
3	Bullfrog Maintenance Shop	15,000 Gal, 30 Tons	500	\$75.14		\$104.25	1000	\$138.05		\$1,338.00	\$1,193.00
4	Ellensburg Maintenance Site, MA 1	15,000 Gal, 30 Tons	500	\$73.44		\$102.00	1000	\$138.05		\$1,338.00	\$1,193.00
5	Selah Maintenance Site, MA 2	10,000 Gal, 160 Tons.30 Tons	300	\$75.82		\$99.55	400	\$138.80		\$1,338.00	\$1,193.00
6	Rimrock Maintenance Site, MA 2	150 Tons, 30 Tons		\$80.40			300	\$141.36		\$1,338.00	\$1,193.00
7	Toppenish Maintenance Site, MA 2	10,000 Gal, 180 Tons, 30 Tons	160	\$75.98		\$97.60	300	\$138.80		\$1,338.00	\$1,193.00
8	Granger Maintenance Site, MA 2	60 Tons		\$78.25			60	\$138.80		\$1,338.00	\$1,193.00
9	Cotton wood Maintenance Site, MA 2	33 Tons		\$82.32			33	\$139.15		\$1,338.00	\$1,193.00
10	Prosser Maintenance Site, MA 3	10,000 Gal, 30 Tons	240	\$73.50		\$97.60	825	\$138.80		\$1,338.00	\$1,193.00
11	Connell Maintenance Site, MA 3, 850 W	10,000 Gal, 30 Tons	240	\$69.00		\$97.60	300	\$135.55		\$1,338.00	\$1,193.00
12	Bird House Maintenance Site, MA 3	N/A		\$74.05			255	\$135.55		\$1,338.00	\$1,193.00
13	Locust Grove Maintenance Site, MA 3	N/A		\$74.05			300	\$133.05		\$1,338.00	\$1,193.00
14	Pasco Maintenance Site, MA 3	20,000 Gal	480	\$70.95		\$97.60	375	\$135.55		\$1,338.00	\$1,193.00
15	Wallula Stockpile Site, MA 4	N/A		\$75.30			35	\$133.05		\$1,338.00	\$1,193.00
16	Walla Walla Maintenance Site, MA 4	20,000 Gal	240	\$74.00		\$97.60	70	\$133.05		\$1,338.00	\$1,193.00
17	SR 124, SR 125 Stockpile Site, MA 4	N/A		\$74.70			35	\$133.05		\$1,338.00	\$1,193.00
18	Dayton Maintenance Site, MA 4	10,000 Gal, 30 Tons	100	70.64		\$99.60	35	\$135.55		\$1,338.00	\$1,193.00
19	Delaney Stockpile Site, MA 4	35 Tons		\$72.05			35	\$135.55		\$1,338.00	\$1,193.00
20	Dodge Jct. Stockpile Site, MA 4	N/A		\$71.50			30	\$135.55		\$1,338.00	\$1,193.00
21	Pomeroy Maintenance Site, MA 4	10,000 Gal, 30 Tons	250	\$69.94		\$101.00	60	\$135.55		\$1,338.00	\$1,193.00
22	Clarkston Maintenance Site, MA 4	10,000 Gal, 30 Tons	180	\$69.15		\$104.30	30	\$135.55		\$1,338.00	\$1,193.00
23	Anatone Maintenance Site, MA , MA	10,000 Gal, 30 Tons	120	\$70.85		\$106.70	90	\$135.55		\$1,338.00	\$1,193.00
24	Alpowa Stockpile Site, #5404-004B on S.	60 Tons		\$72.85			30	\$135.55		\$1,338.00	\$1,193.00
25	Rye Grass Maintenance Site	100 Tons		\$74.65			1000	\$141.36		\$1,338.00	\$1,193.00
26	Hyak Maintenance Site, (Exit 54)	20,000 Gal		\$79.95		\$104.25		\$141.80		\$1,338.00	\$1,193.00

Prices are in US dollars (\$) and volumes are in US Tons (2000 pounds), except as noted. Category 1 and 2 products shall be bulk in tanker trucks, Category 4 product shall be bulk, and Category 7 product shall be packaged and shipped in one metric ton Supersacks.

Footnotes: ¹ Minimum 20 Super Sacks with 48-hour delivery. ² Minimum 20 Super Sacks with 7-14 day delivery.

PRICE SHEETS

WA STATE DEPARMENT OF TRANSPORTATION (WSDOT) DELIVERY LOCATIONS (UNLESS OTHERWISE NOTED)

Zone 6 Eastern Region (Includes the counties of: Stevens, Pend Oreille, Lincoln, Spokane, Adams and Whitman)										
PNS Product Category:		Category 1 Liquid Magnesium Chloride		Category 2 Liquid Calcium Chloride		Category 4 Corrosion Inhibited Sodium Chloride		Category 7 Calcium Magnesium Acetate (Solid)		
Contractor:		Roadwise, Inc.		America West		EnviroTech.		Cryotech		
Product:		Ice Stop CI-2000		Geomelt C		Ice Slicer Elite		Cryotech CMA®		
Location	Storage Capacity	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Ton	Est. Qty (Tons)	Price Per Super Sack³	Price Per Super Sack⁴
1. Spokane Maintenance Area, MA 1	10,000 Gal	1500	\$65.30		\$105.00		\$145.04		\$1,338.00	\$1,193.00
2. Newport Maintenance Shed, MA 1	10,000 Gal	250	\$66.55		\$109.40		\$145.04		\$1,338.00	\$1,193.00
3. Pines Maintenance Shed, MA 1	20,000 Gal	1000	\$65.30		\$105.50	1,300	\$141.36		\$1,338.00	\$1,193.00
4. Geiger Maintenance Shed, MA 1	20,000 Gal	1000	\$65.30		\$104.00	1,300	\$141.36		\$1,338.00	\$1,193.00
5. 4 Lakes Stockpile Shed, MA 1	N/A		\$67.00			100	\$141.36		\$1,338.00	\$1,193.00
6. Tyler Stockpile Shed, MA 1	N/A		\$68.25			600	\$141.36		\$1,338.00	\$1,193.00
7. Ritzville Corral Maintenance Site, MA	10,000 Gal	500	\$68.24		\$100.00		\$143.60		\$1,338.00	\$1,193.00
8. Sprague Maintenance Site, MA 3	10,000 Gal	500	\$66.35		\$101.50		\$145.04		\$1,338.00	\$1,193.00
9. Wilbur Airport Pit, MA 3	10,000 Gal	500	\$68.35		\$102.00		\$145.04		\$1,338.00	\$1,193.00
10. Davenport East Pit, MA 3	10,000 Gal	500	\$66.45		\$103.25		\$145.04		\$1,338.00	\$1,193.00
11. Colville Maintenance Site, MA 4	10,000 Gal	200	\$68.48		\$111.60		\$145.04		\$1,338.00	\$1,193.00
12. Colfax Maintenance Area II, 43101	10,000 Gal	200	\$68.24		\$106.00		\$143.60		\$1,338.00	\$1,193.00
13. Pullman Shed	10,000 Gal	200	\$68.95		\$107.50		\$143.60		\$1,338.00	\$1,193.00
14. Republic Maintenance Facility, SR 21,	10,000 Gal	150	\$69.95		\$108.70		\$153.41		\$1,338.00	\$1,193.00
15. Grouse Creek Maintenance Facility,	10,000 Gal	200	\$66.40		\$108.50		\$143.60		\$1,338.00	\$1,193.00
16. Ione, ICP 6 4 107B, MP4.3 on SR31	10,000 Gal		\$71.45		\$118.50		\$146.30		\$1,338.00	\$1,193.00

Prices are in US dollars (\$) and volumes are in US Tons (2000 pounds), except as noted. Category 1 and 2 products shall be bulk in tanker trucks, Category 4 product shall be bulk, and Category 7 product shall be packaged and shipped in one metric ton Supersacks.

Footnotes: ¹ Minimum 20 Super Sacks with 48-hour delivery. ² Minimum 20 Super Sacks with 7-14 day delivery.

PRICE SHEET - CITY OF SPOKANE

		Category 1 Liquid Magnesium Chloride		
Contractor:		Contractor #2 Roadwise, Inc.		
Product:		Ice Stop CI-2000		
Location		Storage Capacity	Est. Qty (Tons)	Price/Ton
1	Road Department Northside Satellite 4101 E. Queen Spokane, Washington	36,000 gal	2,000	\$65.30
2	Contractor's Storage Site at the Union Pacific Rail Yard at the corner of Havana and Sprague	64,000 gal.	4,000	\$59.80

Prices are in US dollars (\$) and volumes are in US Tons (2000 pounds). Category 1 product shall be bulk in tanker truck delivery quantities.

**OFFICE OF STATE PROCUREMENT
PERFORMANCE REPORT**

To OSP Customers:

Please take a moment to let us know how our services have measured up to your expectations on this contract. Please copy this form locally as needed and forward to the Office of State Procurement Purchasing Manager. For any comments marked unacceptable, please explain in remarks block.

Procurement services provided:	Excellent	Good	Acceptable	Unacceptable
➤ Timeliness of contract actions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
➤ Professionalism and courtesy of staff	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
➤ Services provided met customer needs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
➤ Knowledge of procurement rules and regulations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
➤ Responsiveness/problem resolution	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
➤ Timely and effective communications	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Comments: _____

Agency: _____

Prepared by: _____

Title: _____

Contract No.: **06902** _____

Date: _____

Contract Title: **Snow and Ice Control Chemical Products**

Phone: _____

=====

Send to:

Purchasing Manager
Office of State Procurement
PO Box 41017
Olympia, Washington 98504-1017

PRODUCT/SERVICE PERFORMANCE REPORT

Complete this form to report problems with suppliers or to report unsatisfactory product or services. You are also encouraged to report superior performance. Agency personnel should contact suppliers in an effort to resolve problems themselves prior to completion and submission of this report.

Contract number and title: 06902, Snow and Ice Control Chemical Products

Supplier's name: _____ Supplier's representative: _____

PRODUCT/SERVICE:

- | | |
|---|--|
| <input type="checkbox"/> Contract item quality higher than required | <input type="checkbox"/> Damaged goods delivered |
| <input type="checkbox"/> Contract item quality lower than required. | <input type="checkbox"/> Item delivered does not meet P.O./contract specifications |
| <input type="checkbox"/> Other: | |

SUPPLIER/CONTRACTOR PERFORMANCE:

- | | |
|---|---|
| <input type="checkbox"/> Late delivery | <input type="checkbox"/> Slow response to problems and problem resolution |
| <input type="checkbox"/> Incorrect invoice pricing. | <input type="checkbox"/> Superior performance |
| <input type="checkbox"/> Other: | |

CONTRACT PROVISIONS:

- | | |
|--|---|
| <input type="checkbox"/> Terms and conditions inadequate | <input type="checkbox"/> Additional items or services are required. |
| <input type="checkbox"/> Specifications need to be revised | <input type="checkbox"/> Minimum order too high. |
| <input type="checkbox"/> Other: | |

Briefly describe situation: _____

Agency Name:		Delivery Location:	
Prepared By:	Phone Number:	Date:	Supervisor:

.....
Send To:

STATE PROCUREMENT OFFICER
OFFICE OF STATE PROCUREMENT
PO BOX 41017
OLYMPIA WA 98504-1017